

Message Text

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51
ACTION EUR-12

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E.O. 11652: N/A
TAGS: ETRD UR US
SUBJECT: GOULD NEARS DOLS 47 MILLION DEAL WITH SOVIETS

USDOC FOR BEWT/TDAD AND BEWT/USSR

REF: MOSCOW 15857

1. AFTER SIX YEARS OF NEGOTIATION WITH V/O STANKOIMPORT CLEVELAND'S GOULD INC. IS CLOSE TO FINALIZING TERMS FOR SALE OF DOLS 46.91 MILLION WORTH OF MACHINERY AND TECHNOLOGY FOR PRODUCTION OF DIESEL ENGINE HALF-BEARINGS AT NEW PLANT LOCATED IN DMITROVGOROD (MELEKES). ON DEC 23 COMMATT AND COMMOFF PRESENTED STANKOIMPORT WITH GOULD'S PROPOSED PROTOCOL, WHICH CONFIRMS AGREEMENT ON PRINCIPAL TERMS FOR INCLUSION IN FORMAL CONTRACT TO BE SIGNED BEFORE APRIL 1975. ALL SIGNS POINT TO SOVIET ACCEPTANCE.

2. PROTOCOL PROVIDES FOR SALE OF TWO-STRIP CASTING ITEMS FOR PRODUCTION OF STEEL-BRONZE STRIP AND EQUIPMENT FOR MECHANICAL PROCESSING AND ELECTROPLATING OF 60 MILLION HALF-BEARINGS PER YEAR. ALL EQUIPMENT IS TO BE DELIVERED WITHIN 30. MONTHS OF CONTRACT DATE WITH PAYMENT AS FOLLOWS: DOLS 6 MILLION DOWN, DOLS 38,565 MILLION ON DELIVERY AND REMAINDER UPON EXPIRATION OF 12- MONTH GUARANTEE PERIOD. STANKOIMPORT'S POGOSYAN (DIRECTOR, OFFICE 7) INFORMALLY INQUIRED ABOUT AVAILABILITY OF NEW EX-IM

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CREDITS FOR THIS PURCHASE; COMMATT REPLIED THIS DEPENDED IN

LARGE MEASURE ON SOVIETS' OWN PRIORITIES.

3. PROSPECTIVE DEAL WILL BE LARGEST STANKOIMPORT HAS
SIGNED WITH US COMPANY. SUCCESSFUL OUTCOME WILL BE TRIBUTE
TO GOULD'S PERSISTENCE, FOR FIRMS' NEGOTIATORS HUNG TOUGH
DURING SIX-YEAR NEGOTIATIONS DESPITE UK AND GERMAN COMPETITION.
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